



# Small Business Update

Small Business and Industry  
Outreach Initiative  
31 January 2013

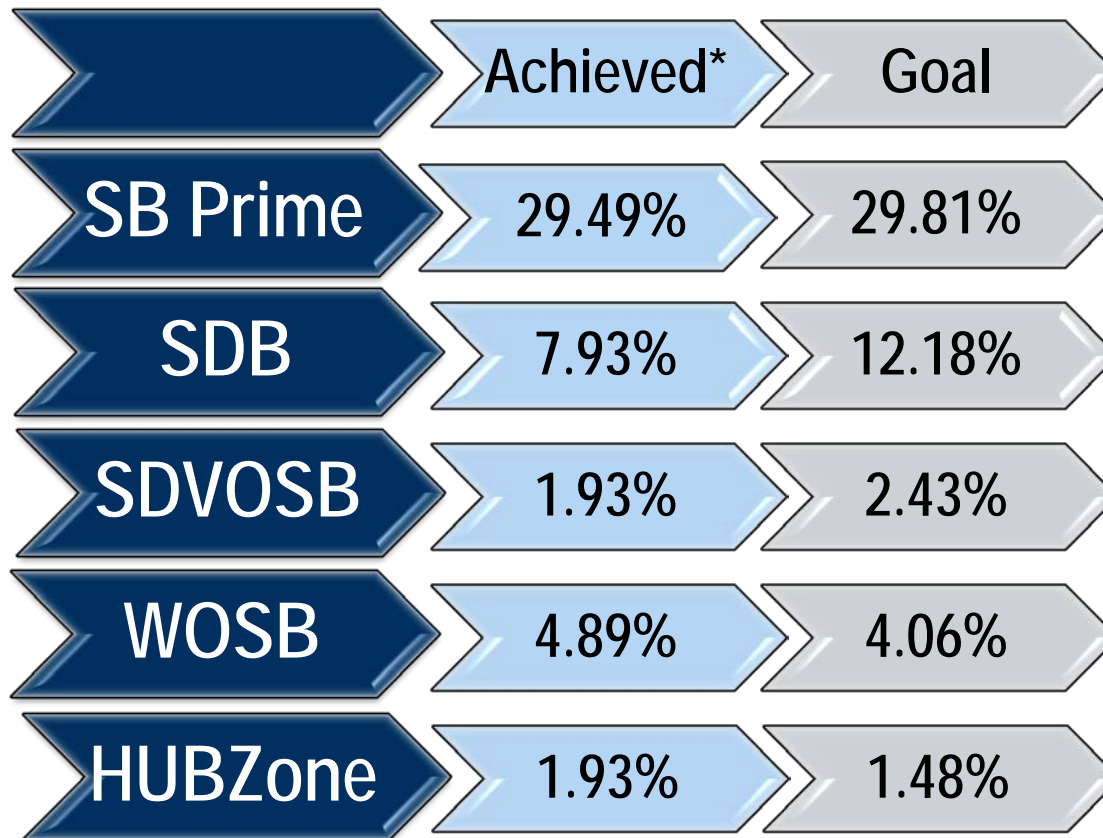
*Robin Rourk*  
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*(OSBP)*

# AGENDA

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- ▼ FY 2013 Small Business Targets
- ▼ OSBP Items of Interest
- ▼ Long Range Acquisition Forecast

# SSC Atlantic Fiscal Year 2013 Small Business Statistics (As of 24 January 2013)



# OSBP Items of Interest

## ▼ SBA ADMINISTRATOR SECNAV VISIT

- ▼ DON OSBP is coordinating a request from SBA Administrator Karen Mills to visit with SECNAV and five HCA's including NAVSEA, NAVAIR, SPAWAR, MCSC and NAVSUP.
  - ▼ *Principally* the Administrator will discuss FY12 performance, Senior Executive accountability for small business and FY13 initiatives
    - ▼ Visit will be to SPAWAR HQ Only
    - ▼ Expect visit in February – March 2013

## OSBP Items of Interest (continued)

- ▼ OMB MEMO ON IMPROVING ACQUISITION THROUGH STRATEGIC SOURCING (SS): OMB released a memo dated 5 December 2012 establishing a Strategic Sourcing Leadership Council to leverage strategic sourcing vehicles in the federal market.
  - Of interest to the small business mission is section V.  
*"Maximizing small business utilization in Federal contracting remains a top priority of this Administration. To the maximum extent practicable, all strategic sourcing opportunities shall seek to increase participation by small businesses. To that end, all proposed strategic sourcing agreements must baseline small business use under current strategies and set goals to meet or exceed that baseline participation under the new strategic sourcing vehicles."*

## OSBP Items of Interest (continued)

### ▼ ASN RD&A Memo Dated 13 December 2012

- FY 2013 DoN Small Business Targets include a dollar value based on the Department's (DoN) spend forecast. If all DoN commands meet or exceed their dollar targets, the Department will meet or exceed its 16.5% percentage target. (The DON is still held to a % by OSD.)
- The targets account for historical small business award capacity of DoN and account for influences of platform procurements."
  - Due to the nature of much of the Department's business going to inaccessible small business markets, this presents a challenge to meeting percentage targets as this denominator can artificially fluctuate and not represent true small business achievement
    - SPAWAR Enterprise dollar value target has been established at \$1.3B

## OSBP Items of Interest (continued)

- ▼ ASN RD&A Memo Dated 13 December 2012 Contd.
  - Includes Competency Specific Goals for Small Business Achievement
    - Knowledge Based Services (KSB), Electronics and Communications Services and Facility Related Services (FRS)
  - Includes Target goals for Simplified Acquisition Threshold (SAT) purchases set aside for small business concerns at 86.18%

# Long Range Acquisition Forecast (LRAF)

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- ▼ SPAWAR has posted a three-year acquisition forecast to its public web portal entitled "SPAWAR 3 Year Acquisition Forecast (11-2012)" at <http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx>.
- ▼ Forecast includes opportunities for SPAWAR Headquarters, SPAWAR System Centers Atlantic and Pacific.
- ▼ Forecast will be updated every six months



# Small Business Program Contacts

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